



## *U.S. EXPORT ASSISTANCE CENTER Miami /Ft. Lauderdale*

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### **URGENT: VIII Americas Business Forum Position Paper Submission Deadline**

The Organizing Committee of the VIII Americas Business Forum (ABF) is pleased to announce that the VIII Americas Business Forum event will be held in Miami, Florida, November 17-19, 2003 at the Hyatt Regency Hotel. Private sector organization representatives from all across the Western Hemisphere are cordially invited to attend ABF Miami 2003. Details of the VIII ABF Program, activities, organization and registration forms with instructions can be viewed on the official website: [www.MiamiFTAA2003.com](http://www.MiamiFTAA2003.com). The ABF Miami 2003 event will take place simultaneously with the final phase of the FTAA negotiations. As a result, we urge hemispheric business organizations to present their views and recommendations in the form of Position Papers, which will contribute to the recommendations to the 34 Foreign Trade Ministers who will participate in the Miami FTAA Trade Ministerial Meeting that same week, as well as to the 11 workshops being planned for the VIII ABF Miami Forum. For the rules for specific linkage of position papers to the FTAA draft treaty, please review the [MiamiFTAA2003.com](http://MiamiFTAA2003.com) website. The September 1, 2003 position paper submission due date has been extended to September 20, 2003. We look forward to your participation in ABF Miami 2003. For further information please email to [abfpaper@fiu.edu](mailto:abfpaper@fiu.edu)

### **South African Safari 2003**

The South African Safari Catalogue Show, this October, is designed to introduce American products and services to interested South African buyers. This road show will be taken to South Africa's three largest markets – Durban, Cape Town, and Johannesburg. For a small fee of \$150, you will reach thousands of South African businesses receive trade leads, exposure and publicity, and a listing in "South African Safari's" directory. The best prospects for the South African Safari include: Aerospace/Defense, Agri-business, Apparel/Textiles, Auto Parts, Environmental Technologies, Medical/Healthcare/Cosmetics, Information and Communication Technology, Infrastructure/Mining, Oil and Gas/Chemical, and Safety and Security Equipment.

### **Italian Opportunity**

Italy's participation in the Featured U.S. Exporter (FUSE) pilot program enables exporters to create free online listings in the following sectors: Computer Services, Computer Software, Safety & Security Equipment, Computers and Peripherals, Telecommunications & Services, Travel and Tourism, Franchising, Medical Equipment, Pollution Control Equipment and Services, Insurance Services, Airport and Ground Support Equipment, Automotive Parts and Service Equipment, Pet Products & Accessories, Pleasure Boats & Accessories, and Management Consulting Services.

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### **Opportunity for Florida Services Companies to Meet Latin American Partners**

On October 9-10, 2003, the Greater Miami Chamber of Commerce (GMCC), in partnership with American Airlines and the U.S. Department of Commerce (USDOC), is launching the outbound phase of the Americas Linkage-Latin America and Caribbean Program 2003, an initiative designed to facilitate business between executives from Florida, Latin America and the Caribbean. The objective of this program is to provide business leaders from Latin America and the Caribbean the opportunity to increase their knowledge about Florida's economy and business climate through a series of briefings, networking events and industry specific seminars. Florida services providers, however, can benefit enormously from the networking opportunities with potential clients and informational seminars. Sponsors and speakers are still being accepted to complete the agenda (see [www.efloridabusiness.com](http://www.efloridabusiness.com)). The first day of the Americas Linkage program discusses ways that these business executives may be able to use Florida as a platform to doing business in the United States and globally. The second day of the program offers export strategy seminars for services firms and an award ceremony with Assistant Secretary of Commerce, Linda Conlin. Simultaneous matchmaking opportunities will be given between these Latin American executives and Florida services providers. For further information on this program, contact Ana Portocarrero by e-mail ([aportocarrero@greatermiami.com](mailto:aportocarrero@greatermiami.com)) or by phone: (305) 577-5466.

### **New Free Trade Agreements (FTAs) Approved**

President Bush signed the Singapore and Chile FTAs on the afternoon of September 3 2003 at the White House, after both agreements had been vetted, ratified, and

signed by Congress. The new Free Trade Agreements provide significant advantages for American firms in the two countries. When speaking on the issue of the Free Trade Agreements. President Bush remarked: "Chile is a remarkable country. It's a country that is a strong democracy that has shown people in this hemisphere the importance of the rule of law. It's in our nation's best interest to [conclude a free trade agreement] with Chile". The Free Trade Agreement with Chile will provide new opportunities for U.S. workers and manufacturers, as more than 85% of key U.S. export sectors, such as agriculture, construction equipment, automobiles, automobile parts, information technology products, medical equipment and paper products will become tariff-free immediately, with most remaining tariffs eliminated within four years. The agreement provides new access to effectively enforce domestic labor and environmental laws, enforced by innovative penalties, including monetary penalties to improving resource management and promote internationally recognized labor principles. The free trade agreement with Singapore whose economy is similar to the United States in that it is significantly services based, will allow U.S. companies to enjoy substantial market access across a broad range of industries including financial services, information technology, telecommunications, construction and engineering, tourism, advertising environmental services and energy services. U.S. exports of private commercial services to Singapore were \$4.1 Billion in 2001, up 54% from 1994.

### **New Telephone Numbers for Miami**

"Due to network telephone difficulties, the Miami Export Assistance Center has had to make the following changes to their phone system and Lesa Forbes can now be contacted at 305-526-7428, and Linda Santucci can be reached at 305-526-7427."

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